



The First Move: A Negotiator s Companion (Hardback)

By Alain Lempereur, Aurelien Colson

John Wiley and Sons Ltd, United Kingdom, 2010. Hardback. Condition: New. 1. Auflage. Language: English . Brand New Book. Time management is essential for successful negotiations. This book helps you do first things first. Jeanne Brett, DeWitt W. Buchanan, Jr. Professor of Dispute Resolution and Organizations, Kellogg School of Management, and Director of the Dispute Resolution Research Center This book brings a breakthrough method to lead efficient negotiations. Yann Duzert, Professor, Foundation Getulio Vargas, Brazil Even if you only implement 5 of this method, your clients will find you more attentive to their needs. John Wong, Senior Partner, The Boston Consulting Group, Hong Kong Office A one-of-a-kind and most welcome companion for negotiators. It offers a learner-friendly distillation of tested ideas and good practices. Pierre Debaty, Head of the Brussels Training Office, European Parliament Drawing on their extensive experience in over 50 countries, the authors provide the best of Anglo-Saxon and continental Europe negotiation approaches. AJR Groom, University of Kent at Canterbury Whether you negotiate abroad or in your home country, this book is a must. Tetsushi Okumura, Professor, Nagoya City University, Graduate School of Economics Many former enemies started thinking and acting differently after having integrated the principles of this...



Reviews

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An exceptional book as well as the font used was exciting to read. It is actually rally intriguing throgh reading time. You will not sense monotony at anytime of the time (that's what catalogues are for about when you ask me).

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